



LOUISVILLE MARKET REPORT

J O N M A N D • Q 4 2 0 1 6

Lenihan

Sotheby's

INTERNATIONAL REALTY



Overall Market

	Q4 2015	Q4 2016	% Change
Number of Sales	3,875	4,249	9.7%
Total Dollar Volume	\$747,167,186	\$843,677,806	12.9%
Average Sold Price	\$192,817	\$198,559	3.0%
Median Sold Price	\$155,256	\$165,000	6.3%
Average Days on Market	78	65	-16.7%
Sold / List Price %	96.6	97.87	1.3%
Median Sale Price per Sq. Ft.	\$107.49	\$113.23	5.3%
Active Listings in Qtr	6,139	4,870	-20.7%

\$400,000+ Market

	Q4 2015	Q4 2016	% Change
Number of Sales	288	322	11.8%
Total Dollar Volume	\$170,316,255	\$178,193,142	4.6%
Average Sold Price	\$591,375	\$553,394	-6.4%
Median Sold Price	\$507,500	\$495,000	-2.5%
Average Days on Market	136	123	-9.6%
Sold / List Price %	94.24	96.38	2.3%
Median Sale Price per Sq. Ft.	\$171.95	\$175.36	2.0%
Active Listings in Qtr	1,002	966	-3.6%



Overall Market

	Q4 2015	Q4 2016	% Change
Number of Sales	255	281	10.2%
Total Dollar Volume	\$52,501,720	\$58,557,415	11.5%
Average Sold Price	\$205,889	\$208,389	1.2%
Median Sold Price	\$170,000	\$180,000	5.9%
Average Days on Market	51	43	-15.7%
Sold / List Price %	96.53	97.67	1.2%
Median Sale Price per Sq. Ft.	\$129.55	\$135.50	4.6%
Active Listings in Qtr	265	200	-24.5%

\$400,000+ Market

	Q4 2015	Q4 2016	% Change
Number of Sales	19	26	36.8%
Total Dollar Volume	\$10,473,000	\$12,837,645	22.6%
Average Sold Price	\$551,210	\$493,755	-10.4%
Median Sold Price	\$500,000	\$465,000	-7.0%
Average Days on Market	51	70	37.3%
Sold / List Price %	93.64	96.63	3.2%
Median Sale Price per Sq. Ft.	\$187.79	\$184.79	-1.6%
Active Listings in Qtr	46	41	-10.9%



Overall Market

	Q4 2015	Q4 2016	% Change
Number of Sales	244	258	5.7%
Total Dollar Volume	\$63,531,727	\$75,785,596	19.3%
Average Sold Price	\$260,375	\$293,742	12.8%
Median Sold Price	\$234,700	\$247,500	5.5%
Average Days on Market	59	53	-10.2%
Sold / List Price %	96.62	97.56	1.0%
Median Sale Price per Sq. Ft.	\$147.45	\$157.20	6.6%
Active Listings in Qtr	261	179	-31.4%

\$400,000+ Market

	Q4 2015	Q4 2016	% Change
Number of Sales	33	51	54.5%
Total Dollar Volume	\$17,420,870	\$30,764,769	76.6%
Average Sold Price	\$527,905	\$603,230	14.3%
Median Sold Price	\$495,000	\$505,000	2.0%
Average Days on Market	77	87	13.0%
Sold / List Price %	95.22	96.74	1.6%
Median Sale Price per Sq. Ft.	\$178.04	\$193.29	8.6%
Active Listings in Qtr	86	81	-5.8%



ANCHORAGE | LAKE FOREST

Overall Market

	Q4 2015	Q4 2016	% Change
Number of Sales	289	289	0.0%
Total Dollar Volume	\$79,372,602	\$85,787,647	8.1%
Average Sold Price	\$274,645	\$296,843	8.1%
Median Sold Price	\$247,900	\$270,000	8.9%
Average Days on Market	80	65	-18.8%
Sold / List Price %	97.28	97.02	-0.3%
Median Sale Price per Sq. Ft.	\$123.01	\$132.98	8.1%
Active Listings in Qtr	406	315	-22.4%

\$400,000+ Market

	Q4 2015	Q4 2016	% Change
Number of Sales	47	55	17.0%
Total Dollar Volume	\$25,016,761	\$29,797,118	19.1%
Average Sold Price	\$532,271	\$541,765	1.8%
Median Sold Price	\$486,000	\$520,000	7.0%
Average Days on Market	175	150	-14.3%
Sold / List Price %	95.73	95.97	0.3%
Median Sale Price per Sq. Ft.	123.01	\$132.98	8.1%
Active Listings in Qtr	151	152	0.7%



PROSPECT | GLENVIEW

Overall Market

	Q4 2015	Q4 2016	% Change
Number of Sales	334	332	-0.6%
Total Dollar Volume	\$109,774,016	\$104,372,033	-4.9%
Average Sold Price	\$328,664	\$314,373	-4.3%
Median Sold Price	\$244,000	\$255,000	4.5%
Average Days on Market	69	59	-14.5%
Sold / List Price %	96.47	97.4	1.0%
Median Sale Price per Sq. Ft.	\$122.13	\$131.52	7.7%
Active Listings in Qtr	417	303	-27.3%

\$400,000+ Market

	Q4 2015	Q4 2016	% Change
Number of Sales	80	85	6.3%
Total Dollar Volume	\$56,191,825	\$49,702,180	-11.5%
Average Sold Price	\$702,397	\$584,731	-16.8%
Median Sold Price	\$542,500	\$510,000	-6.0%
Average Days on Market	118	118	0.0%
Sold / List Price %	95.13	96.63	1.6%
Median Sale Price per Sq. Ft.	\$122.13	\$131.52	7.7%
Active Listings in Qtr	186	171	-8.1%



NORTH OLDHAM

Overall Market

	Q4 2015	Q4 2016	% Change
Number of Sales	119	115	-3.4%
Total Dollar Volume	\$40,585,817	\$38,328,218	-5.6%
Average Sold Price	\$341,057	\$333,288	-2.3%
Median Sold Price	\$270,000	\$273,500	1.3%
Average Days on Market	89	116	30.3%
Sold / List Price %	93.51	97.72	4.5%
Median Sale Price per Sq. Ft.	\$134.51	\$139.00	3.3%
Active Listings in Qtr	239	208	-13.0%

\$400,000+ Market

	Q4 2015	Q4 2016	% Change
Number of Sales	39	35	-10.3%
Total Dollar Volume	\$23,620,870	\$20,464,380	-13.4%
Average Sold Price	\$605,663	\$584,696	-3.5%
Median Sold Price	\$508,000	\$555,000	9.3%
Average Days on Market	140	145	3.6%
Sold / List Price %	90.94	96.93	6.6%
Median Sale Price per Sq. Ft.	\$161.19	\$168.78	4.7%
Active Listings in Qtr	110	116	5.5%



SOUTH OLDHAM

Overall Market

	Q4 2015	Q4 2016	% Change
Number of Sales	126	131	4.0%
Total Dollar Volume	\$32,020,064	\$33,207,787	3.7%
Average Sold Price	\$254,127	\$253,494	-0.2%
Median Sold Price	\$228,829	\$244,000	6.6%
Average Days on Market	87	63	-27.6%
Sold / List Price %	97.49	97.98	0.5%
Median Sale Price per Sq. Ft.	\$119.83	\$128.72	7.4%
Active Listings in Qtr	157	103	-34.4%

\$400,000+ Market

	Q4 2015	Q4 2016	% Change
Number of Sales	20	13	-35.0%
Total Dollar Volume	\$10,322,570	\$5,885,500	-43.0%
Average Sold Price	\$516,128	\$452,730	-12.3%
Median Sold Price	\$447,000	\$451,500	1.0%
Average Days on Market	148	96	-35.1%
Sold / List Price %	95.52	98.36	3.0%
Median Sale Price per Sq. Ft.	\$150.50	\$158.67	5.4%
Active Listings in Qtr	55	55	0.0%

About The Author

Jon Mand is a top-selling luxury real estate broker with Lenihan Sotheby's International Realty specializing in Louisville's most distinctive properties. Consistently ranked in the top 1% of Louisville brokers by sales volume and recognized as an industry leader, he is regularly interviewed by local publications looking for insights into the high-end residential market.

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